

Erin Sims

From: Courtney Donowho <cdonowho@vintra.io>
Sent: Tuesday, May 07, 2019 11:26 AM
To: Erin Sims
Subject: Re: FW: Vintra Software

Categories: Blue Category

Good Morning Erin,

I laughed out loud, I too enjoy shopping lists and piles of cash!

No problem, have the Assistant Chief reach out anytime at all. You covered pretty much everything but I have inserted our sole source letter below if that is helpful. I can give you a call later this afternoon or tomorrow to discuss but I have also asked my leadership if we already have a document that resembles what you are trying to put together to save you some work.

As soon as I hear back from them, I will let you know.

Thanks!

Sole Source FulcrumAI

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On Tue, May 7, 2019 at 8:45 AM Erin Sims <LPD554@cjis.lincoln.ne.gov> wrote:

Good Morning Courtney,

I spoke with Noah Mohney and he had very positive things to say about his experience in using Vintra for post event Covert camera searching. He said they do not keep stats on successes or time/cost savings.

Michele, our LEO accountant, got ahold of me this morning and said that she had been working with City Purchasing To try to smooth the way for the purchase order. She advised that the head of City Purchasing is wanting a line item of Specs for what we are trying to purchase from Vintra, as he insists on putting it out for bid. I explained to Michele that

I have not been able to find another company that offers the amount of product and service that Vintra does. She agreed But said most likely no other company would be able to bid on the list of things we want anyway, and then City Purchasing Would feel okay about moving on.

I could probably write something up from the information on the estimate and website, and will try further in this email. However, I thought perhaps you already have something on official letterhead that contains Vintra's product information.

Our Asst Chief Jackson advised he was also going to contact you to discuss the estimate.

I hate all of the political parts of this process. Just give me a shopping list and a pile of cash.

My wants include:

- Post event video search features for motion, face, person, color, object, etc... with results coming back in Seconds. (Huge Time & Manpower savings)
- Facial Recognition search connection to our Mug Shot database. (Improved Clearance Rates)
- Create known criminal watch lists for Bio-metric searches of video.
- Transforming Videos from various formats into attainable and viewable formats. (In-Car, Cruiser Cam, Cell Phone, Residential & Business surveillance video camera systems, Hundreds of Codec's to view video formats)
- 500 hours of AI-powered Video Processing per month.
- Unlimited number of users. (Employees of LPD)
- Unlimited number of projects and cases.
- Creation of accompanying written Report on video search work.
- Quarterly updates to Vintra's AI algorithms.
- 5 TB Cloud Storage.
- CJIS compliant cloud with encryption on way up and down.
- Triple redundancy cloud security storage locations.
- Community Business owner allies, can upload video from their source via secure link.

- Email Support in 1 business day.
- Roll-over hours – unused hours are good for 1 year.
- Ability to add on real-time search functions in future. (City Traffic Cams)

Did I miss anything?? (Do you have a video redaction feature for faces?)

Thanks for your time,

Erin Sims, #554

Lincoln Police Department

Forensic I.D. Unit Lab Manager

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"It is a capital mistake to theorize before you have all the evidence. It biases the judgement"

Sir Arthur Conan Doyle, as Sherlock Holmes: 'A Study in Scarlet', 1887

From: Courtney Donowho [mailto:cdonowho@vintra.io]
Sent: Monday, April 29, 2019 1:34 PM
To: Erin Sims <LPD554@cjis.lincoln.ne.gov>
Subject: Re: FW: Vintra Software

Hey Erin,

That's great news! I'm excited to have Lincoln PD as our newest LE partner! For a reference, feel free to reach out to Noah Mohney at New York Department of Investigations. He has been using our product for a few years now and knows a lot about it. His contact information is below.

Also, we have no problem with providing a sole source letter, etc. The IT department is usually very pleased because the system does not touch your network, and is browser-based, so it does not require them to provide support or make changes to your IT settings or policies.

I look forward to hearing from Michelle and getting the process moving forward.

Noah Mohney

New York City, Department of Investigations

347-203-0155

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Speak soon,

Courtney Donowho, Account Executive

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On Mon, Apr 29, 2019 at 7:35 AM Erin Sims <LPD554@cjis.lincoln.ne.gov> wrote:

Good Morning Courtney,

Great news! I have heard from the Chief and he is ready to move forward with Vintra! We in the lab are very excited!!

The Chief sent the email below last Friday after I had left for the day and I did not check emails until I returned this morning.

I've sent him copies of 'Bet on Red', 'The Bank Robbery', and 'The Running Man'. Do you have additional stats or information

from current LEO customers, or is there a representative from a LEO user that I can contact to see what stats or successes

they've had?

I spoke to our person who handles money and purchasing, Michele Selvage. She is going to contact the City Purchasing

Dept and the IT guy who handles our Mug Shot System for the County to make sure they are informed about the proposal,

his name is Tim Travis. I'm sure the police department's IT guy will also be involved somehow, his name is Josh Meyer.

Michele asked that we wait for her to contact all of these persons first to determine the best and fastest way to proceed.

Since we have not been able to find another company like Vintra, this purchase would likely fall under 'Sole Source' purchase

Agreements, so she will work through that.

As for the facial recognition searches, our department uses the 'DataWorks Plus' mug shot system, Version 5.121

The company contact info is: Dataworksplus.com, at 1-866-632-2780. I'm not sure who the company rep is, but this would

be something Tim Travis would be helpful with.

Thanks for your patience with us and the process thus far.

Erin Sims, #554

Lincoln Police Department

Forensic I.D. Unit Lab Manager

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Sir Arthur Conan Doyle, as Sherlock Holmes: 'A Study in Scarlet', 1887

From: Jeffrey Bliemeister
Sent: Friday, April 26, 2019 5:28 PM
Subject: Vintra Software

Jared, Erin and Becky:

Thank you for the presentation. I believe that Vintra will assist you in building on an existing strength of LPD and a need that supports our agency's mission. You are clear to begin the process of purchasing the software.

In order to sustain this rather expensive endeavor, I need data to evaluate the successes. This can be combined with studies that have been completed in the past showing increased clearance rates, etc.

As you work through the purchase, please get me 3 to 5 ways in which we can objectively evaluate it.

Have a great weekend.

Jeff

Jeff Bliemeister – Chief of Police

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